

Want Ads.,
Agriculture,
Commerce.

The Times

INDUSTRIAL SECTION

Dispatch

Financial,
Manufacturing,
Real Estate.

RICHMOND, VA., SUNDAY, MARCH 10, 1912.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

The Snows That Came
Cut Off Business to
a Great Extent.

MUCH BUSINESS
DOWN IN TOWN

Bad Weather Shut Off Suburban
and West End Dealers, and
They Just Had to Get Down
in the Dead Centre—Right
Good Business That
Was Done.

"Don't talk to me any more about
your beautiful snow. I have had
enough of it this week. The glistening
snow has been poetically set forth to
my disgust. The next man who talks
to me about the glistening snow will
be met with a glistening gun barrel,
and I will be aiming that glistening
gun right at his heart."

Thus spoke a real estate agent to
me yesterday morning when I ven-
tured to ask him about business for
the past week. I could not hold him
down, although I tried very hard, and
he went on to say: "We real estate
agents had fine things fixed up for
this week; had all kinds of engage-
ments made with prospectors and in-
vestors and speculators to look at
ground and lots and houses and all
that kind of thing, and we had made
our contracts with the taxicab folks,
too, to take them out. And then came
that snowstorm and covered the earth
and put the taxicabs out of commission
and all the hacks out of tune and all
of the real estate business out of com-
mission, so far as suburban and West
End deals were concerned. That your
beautiful snow! It is pretty enough in
its season, but the beautiful ought
not to drop in here in the charming
month of March, when we real estate
folks had our stakes all set in another
direction."

But You Can't Down Them.

Well, well, I guess the bad weather
did shut off the real estate men right
much last week, and I am not much
surprised at the churning of the agent
quoted above; but all the same, it is
hard to down the average Richmond
real estate agent, and notwithstanding
the snowstorms and the rainstorms
that cut so much of a figure last week,
the agents were about and doing busi-
ness.

It is true enough that they could not
go out into the suburbs and out to
the western extremities and show the
ground just as it lays, but they did a
good deal of office business and took
advantage of the untoward outdoor
conditions to close up the offers of a
great deal of business that was still
hanging on the string.

Another effect of the snowstorms and
the rainstorms was to pull the atten-
tion from the out-of-town and subur-
ban deals to central city business. Not
a few of the agents centered their ef-
forts on central city property, because
they could not talk suburban prospects
and far West End probabilities as elo-
quently as they could if the sun had
been shining.

Deals That Mean Something.

On Agency J. Thompson Brown &
Co., tells me that it took advantage of
this situation and sold \$25,000 worth of
property in the central part of the city
—that is to say, in the neighborhood
of Broad and Second Streets. This
property is now a kind of a stable and
horse hospital, and the slight informa-
tion that sifts through the sieve is to
the effect that the sale means that some
very handsome improvements are to be
made and that what some of the neigh-
bors have long regarded as an eyesore
will become a gem of the rarest kind.
It may be a hotel or it may be an
apartment house, or it may be a big
retail house. Anyhow, it will not be
a stable much longer.

The same firm that made this deal
also sold some more central property
near First and Main Streets, and these
deals, added to the right good West
End deals, footed up their sales to
something like \$75,000 for the week,
and that is doing right well for a
snowstorm week.

Amos & Poindeux report sales
amounting to \$25,000, including two
West End transactions, a healthy deal
in South Richmond, and a whole lot of
farm property within gunshot of
Richmond.

Gibboney-Nuckols Company recorded
some big deeds the past week, but the
deals upon which the deeds were predi-
cated have already been reported.
Anyhow, the deeds footed up about
\$120,000.

A Great Philanthropist.

Pollard & Bagby tell of some sales
they made that foot up about \$70,000.
Jim Pollard, the junior member of this
concern, is figuring somewhat as a
philanthropist. He does not claim
that distinction for himself, but I give
it to him. It was he who promoted the
Eighth and Grace Streets hotel, which
I am told is to be a twelve-story
shanty as at first talked about. He
also promoted and is bringing to
fruition the eight-story building that
F. P. Loth is going to erect at Sixth
and Main Streets, and he has a lot of
other things on his mind, things of a
philanthropic character. A great
hospital for instance. Real estate
agents do not always go in for the
money in sight. Sometimes they go in
for future development and for phy-
lanthropy. Pollard, that is Jim, is
something of a philanthropist as well
as one of the most wide awake real
estate agents in all of these parts.

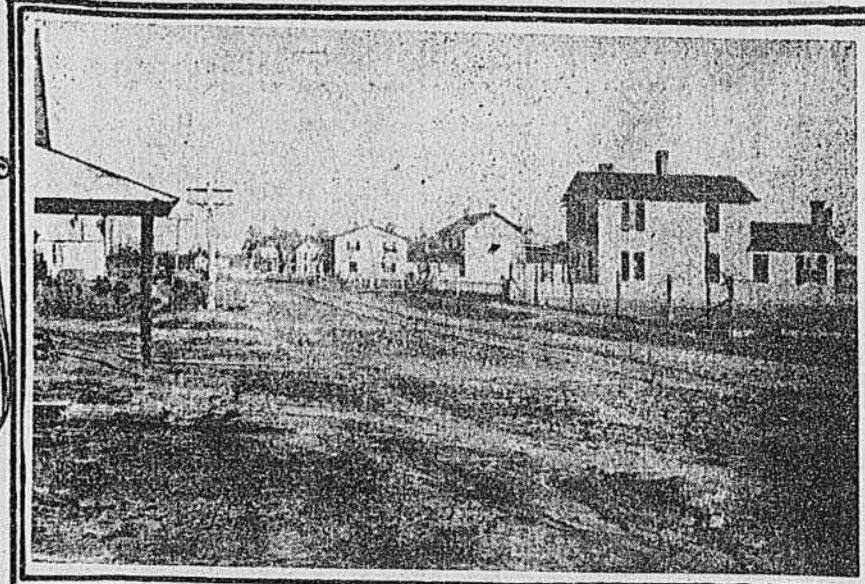
When real estate agents sell to real
estate agents, then surely there is
something doing. H. Seldon Taylor &
Co. have just sold to Sutton & Co. the
handsome office building No. 15 North
Eighth Street, opposite the News
Leader building, and the purchasers
will use it for their enlarged real
estate business. The old firm of Sut-
ton & Co. have been in the real estate
business in this city for to these many
years, and it would be hard to estimate
the amount they have paid in office

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THE NEW TOWN OF SEDLEY IN SOUTHAMPTON COUNTY



J. P. DAVIS'S RESIDENCE.



BUILDING A NEW TOWN.



RESIDENCE OF PHILIP ROGERS.



DR. RAEFORD'S HOME AT SEDLEY.



SEDLEY GRADED SCHOOL.

TOBACCO SALES ALL OVER VIRGINIA

General Activity on Leaf Mar-
kets—Weather Conditions
Rather Unfavorable.

SOME BIG SALES IN RICHMOND

Snowstorms Curtail Receipts,
but a "Season" Comes—Big
Breaks This Week.

There is general activity in all of
the tobacco markets of Virginia and
North Carolina. It is true that the
weather conditions of the past two
weeks have been rather unfavorable
to heavy deliveries of the raw leaf di-
rect from the farmers' hands, but all
the same, in spite of bad weather and
heavy roads, the farmers have been
putting a good deal of the leaf on the
various Virginia and Carolina markets.
The sales have been quite large, con-
sidering the bad weather, and it would
seem that notwithstanding the in-
feriority of the weed that has been
offered, prices have kept up very well.
The fact is that all good stocks are in
active demand, and whenever they
show up the markets they bring
outside figures.

For instance, at Hutcheson Ware-
house, in this city, there were some
mighty big sales of the sun-cured
stock last week, notwithstanding the
unfavorable weather conditions. R. E.
Lloyd, a Hanover county farmer, of-
fered at this house his entire crop,
weighing something like 30,000 pounds,
of the sun-cured stock. There were in
this crop all kinds of grades, varying
from the low grade fillers up to the
very finest of sun-cured wrappers. A
pile of the latter, which weighed more
than a thousand pounds, brought Mr.
Lloyd 45 cents per pound, and this was
the high-water mark for the season.
In his crop Mr. Lloyd had some mighty
good fillers, and they sold well, his
average throughout being a fraction
over \$15 per hundred.

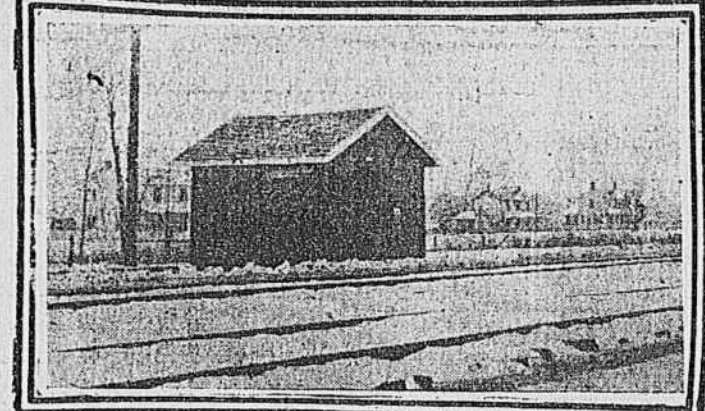
The sales on the warehouse floors
for the week amounted to about 60,000
pounds, and pretty much all of it was
of the sun-cured stock. The general
average for the country was about \$2
per hundred, which is a mighty good
average, considering the general in-
feriority of the crop of last year—an
inferiority due entirely to a bad season
last year.

The snow storm naturally cut off the
receipts last week, but the thaw and
the rain have since cleared the roads,
and the reports from the rural districts
are to the effect that there has been
a lot of "striking down" the past
week, and this argument has received
the present week. The advances are
that there will be big sales of the
low leaf all of this week. The ware-
housemen figure that there will be about
\$2 per hundred for the low leaf, and
the package dealers had fairly good
business last week, and the reports
are that near to a thousand packages
changed hands.

Danville Tobacco Report.

Danville, Va., March 3.—Notwithstanding
the bad weather and the almost insurmountable
condition of the country roads the receipts
for the week have been moderately large
and have kept the sales running until the
afternoon of the 3rd.

The quality of the tobacco sold has not
been altogether as good as usual, but there
has been a fair proportion of the better
grades of wrappers and cutters. Prices
kept steady at high prices for country to-
bacco, while the manufacturers continue to



THE "TOOLHOUSE" DEPOT AT SEDLEY.

VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

Kicks Against Two Railways—Radiant Energy
at Home—Country Sanitation—The Hook-
worm—A Wail From Halifax—The Sugar
Beet in Virginia—Various and Sun-
dry Hints.

By FRANK S. WOODSON,
Industrial Editor.

This column is open to contributors
who have something to say of a sug-
gestive nature and who are willing to
make hints and suggestions looking to
the better development of the good old
States of Virginia, West Virginia and
North Carolina, and who can hold their
suggestions down in any one issue to
from 150 to 200 words. Such com-
munications, addressed to the Industrial
Editor, will receive prompt at-
tention.

Sedley's Complaints.

The village of Sedley, an ambitious
community down in Southampton coun-
ty, seems to have just complaints
against the two railways that hit that
village, and those complaints have
been set forth in a very lengthy, illus-
trated article written by a duly ap-
pointed committee of citizens, which
article is given first page prominence.
A note from one of the leading
citizens tells me that the article was
prepared with great care after some
thing like ten days' deliberation and
hard work. Surely it ought to bring
forth a response from one of the other
of the two roads that have been treat-
ing Sedley so bad.

Anyhow, Sedley enjoys, or rather
deplores, one distinction that I guess
has never come to any other town on
the map. It is the connecting point of
two railway systems, and yet it has not
a depot or a depot agent, and when it
gets into a real business humor it has
to transact its shipping business (and
it has a great deal of it) through de-
pot agents located elsewhere.

The two railways that cross at Sedley
ought to be ashamed of themselves.
Sedley should have a depot and an
agent, or two of them, and I am in-
clined to the opinion that if its citi-
zens had spent the money they used
in an indignation meeting, recorded in
another column, in presenting the mat-
ter before the State Corporation Com-
mission, they would get better results.
I suggest to the good people of Sedley

FINANCING WORK OF ROAD-BUILDING

Richmond and Virginia Bankers
and Capitalists May Learn
a Lesson Here.

HINT FROM LOUISIANA

Richmond May Do Great Work
and Make Big Profits
While So Doing.

The news item below is clipped bodily
from an exchange. It tells an interest-
ing story that ought to interest the
bankers and capitalists of Richmond
and Norfolk, and several other cities
of Virginia. If the bankers and cap-
italists of the large towns of Virginia
had a mind to they could capitalize
road building in Virginia in a way that
would bring far-reaching results. But
here is what I am copying from an
exchange with the hope that it may
attract the attention of Virginia bank-
ers in general, and those of Richmond
in particular.

The New Orleans Plan.

The plan of the organization of a
\$10,000,000 company to undertake con-
tracts for building good roads in any
part of the United States was men-
tioned in the Manufacturers' Record of
February 29 as an illustration of the
increasing interest in the subject on
the part of financiers. On the day of
the publication of the information an
announcement was made at New Orleans
that the trust department of a bank
and trust company of that city will
make a feature of negotiating State
and parish good roads bonds. In an
interview in the Picayune, President
John Legier, Jr., of the Cosmopolitan
Bank and Trust Company, said:

"For a number of years I have been
a delegate to the various good roads
conventions in Louisiana and other
States. This work, and especially the
Memphis automobile tour of the Picayune,
impressed me with the necessity
of good roads. I believe that they
are absolutely essential in order to
attract people to life in the country
and to make the real value of country
property. Good roads, I believe, will
take back to country life many people
who are now city dwellers, and will be
the greatest factor in the settlement of
our rich agricultural lands. In this
work we wish to be of service, especial-
ly to our friends in the parishes of
Louisiana, and we are ready to assist
them in the placing of their securities
upon the market. Our facilities are
such that we can do this to excellent
advantage, and our trust department
will pay special attention to this class
of business, knowing that it is to our
mutual advantage and calculated to
materially work to the development of
the State."

Go and Do Likewise.

Many million dollars' worth of bonds
for good roads have been voted in the
South in the past two or three years,
and we know of no case of difficulty in
marketing them. But the announced
policy of the banking institution at
New Orleans, while indicating the im-
mediate interest of that institution in
the material development of the State
and its faith in good roads bonds as an
investment, is likely to attract greater
attention than ever to the opportuni-
ties for capital in the improvement of pub-
lic highways.

VIRGINIA APPLES BEST IN LONDON

Some Things That Walter
Whately Saw and Heard at
Covent Garden.

NEW YORK DOESN'T CONJURE

The Name "Virginia" Is All-
Sufficient in the London
Apple Market.

Walter Whately, secretary of the
Virginia State Horticultural Society,
was recently called to his old home
in England, and spent about a month
there.

It was not a business trip, but he
naturally drifted into Covent Garden
Market in London, which is said to
be the biggest fruit market in the
world. Mr. Whately made a thorough
investigation, and he has written an
account of his observations. He says:
"I saw large quantities of
Virginia apples, both sold at auction
and awaiting resale by retailers or
jobbers, on several different occasions.
Naturally there were apples from
everywhere, both from the United
States and Canada. I was able to
recognize Virginia barrels every time
from a distance, owing to their ap-
pearance being so much better than
from other places (they were the only
flat-topped barrels on the market at
that time), particularly as compared
with those from Canada and New
York. I also noticed that the apples
shipped by the Virginia Fruit Growers
(the Staunton Packers' Association)
were easily identified by having the
hoops painted, or stained, green, and
these were the only barrels larger
than the Virginia standard that I saw
from Virginia."

Inquiry About a Home Fight.

I called at the offices of Messrs.
Dennis Bros., who, I was told were
the largest handlers of apples at that
market. I asked them particularly how
they were pleased with the Virginia
standard barrel, and their reply was
that it was the best they handled, and
that they wanted nothing better.
I particularly asked if the content, or
capacity, of our barrel suited them,
and they told me that they did not
want any more, adding that an even
three bushels was enough for any bar-
rel, and that they received many from
places that did not hold as much.

"They asked me of their own ac-
cord why the Staunton Packers' As-
sociation used a larger barrel than
their own standard (these barrels
were all stamped 100 quarts), asking
why members of this association
should be willing to put more apples
in a barrel than was necessary for a
Virginia barrel. This seemed to puzzle
them very much and created the im-
pression that the Virginia grower was
easier than those from other States,
or that the Staunton Packers' Asso-
ciation was making a mistake."

"I made similar inquiries from other
dealers in this market (London), and
the expression of these dealers was
the same as in the above instances.
Virginia in the End.

They all expressed themselves as
much pleased with the quality and
pack of the Virginia apples, the im-
provement in our pack being spe-

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TOWN OF SEDLEY AND ITS TROUBLES

Town That Grew Up
From the Lumber
Interest.

THE GOOD PEOPLE
AND THE RAILWAYS

Two Railroad Lines That Touch
Sedley Not Giving the Live
Town a Square Deal, So the
People Think—The Citi-
zens' Improvement
League.

Sedley, Southampton Co., Va., March
3.—The very existence of Sedley is so
intimately and inseparably associated
with the organization and development
of the Surry Lumber Company, that in
writing up the history of this beauti-
ful little village, which is located on
the dividing ridge between the Black-
water and the Nottoway Rivers, half-
way between the towns of Jarratt and
Suffolk, and at the junction of the Vir-
ginian and the Surry, Sussex and South-
ampton Railways, it is necessary to go
back over a quarter of a century to
show how by the development of this
company, Sedley also came into exist-
ence.

About thirty years ago Southampton
county contained, perhaps, more origi-
nal growth pine timber than any other
county in the State, with, at that time,
only two railways touching its borders
—the Norfolk and Western on its ex-
treme northern edge and the Seaboard
Air Line on its southern border. This
left a very large tract of land between
the two railways, owned mostly by
the two large firms, containing an
average of about 200 acres, three-
fourths of which was in original
growth pine timber.

The Sawmill Development.

Farm lands were then selling at from
\$1 to \$5 per acre, and in a great many
instances, this valuable timber, was in
the way of the owners, who wished to
clear their lands for agricultural pur-
poses. Previous to this time, R. T.
Waters & Son, of Baltimore, and R. T.
Waters & Son, of Richmond, and R. T.
Waters & Son, of Suffolk, Va., had
bought out the "ground" sawmills,
tram-tracks, etc., and the standing
timber of David Steele, in Surry
county, the site of whose mills were
then known as "Baker's Store," and
has since that time become the now
prosperous town of Dendron.
In 1880, these three properties of
David Steele, it was found that a cor-
poration was necessary to conduct the
business, which had thus come into
their possession. The buyers applied
to the proper authorities for a charter,
and immediately upon the receipt
of this charter, the Surry Lumber
Company was organized, with the fol-
lowing officers: R. T. Waters, presi-
dent; John Walter Smith, vice-presi-
dent; F. E. Waters, treasurer; John T.
Moore, secretary; M. T. Hargis, audi-
tor, and Edward Rogers, stationer.
In passing, it is interesting to
note that this list of officers has not
been changed since organization, about
thirty years ago, with the exception
of its first president, R. T. Waters, who
died about two years ago, his son, F.
E. Waters, succeeding him to that
position.

Millions in Virginia Timber.

The old adage "Nothing succeeds
like success" is fully demonstrated by
the history of this company, and its
officers, who, besides making a com-
pany widely known through the
Eastern part of the United States by
their ability and financial success,
are largely known individually as men
of affairs of the State, in Maryland,
Virginia, North Carolina and South
Carolina.

The Surry Lumber Company oper-
ated in Surry county for several years
upon wooden tram-roads, and finding
them unprofitable, the managers recog-
nized the fact that the only means of
transportation must be adopted, at
this time the vast forests of original
growth pine in the counties of Sussex
and Southampton, lying between the
Norfolk and Western, the Seaboard Air
Line and the Atlantic Coast Line Rail-
ways, was called to the attention of
this company, and they immediately
became aware of a large future de-
velopment in the lumber business.
They became so deeply impressed with
the situation that they at once turned
the attention of the Virginia Lumber
Company, or by direct purchase, all of the
timber and necessary rights for trans-
porting same to their mills at Dendron,
that they could secure in the above
named sections, paying the landown-
ers from \$2 to \$5 per acre for these
rights. While to-day this price looks
ridiculously small in comparison with
today's values, it must be remembered
that at that time farm lands were
also equally low in value, and it is a
fact, that at that time the Surry Lum-
ber Company became the beneficiaries
of a large number of prominent citi-
zens of to-day, by enabling them to
finish paying for their farms, and in some
instances, paying for them entirely by
the price received for their timber.

Railway Facilities Necessary.

Adequate transportation facilities
now became an absolute necessity, and
the Surry, Sussex and Southampton
Railways was duly organized and char-
tered by the State of Virginia. It was
operated by a common carrier. It was
owned by the same people as the Surry
Lumber Company, and was first con-
structed and operated between Sed-
ley, on the James River, and Wake-
field, on the Norfolk and Western
Railway. A few years later, as the
cutting of timber progressed, the main
line was extended to Dory, eight miles
south of Wakefield, affording the farm-
ers and merchants between these points
daily passenger and freight service to
either deep water on the James River,
or rail connection to Wakefield.

The farmers, being assured by the
management that the same policy would
be pursued by the two companies on
their main line extending from Dory
south to Sedley, made an effort to as-
sist them in whatever way possible, to
cross their farms, in nearly every in-
stance, rights of way were given free-

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